



For Sale

Location: **Perth**

Asking: **Expressions of Interest Closing 27th November**

Type: **Wholesale/Distribution**

Specialty Asian Food Importer & Wholesaler | WA | FY26 Sales \$14.8m, EBITDA \$2.2m|Freehold Available

An established and highly profitable importer and wholesale distributor of specialty Asian food and personal care products, trading for more than 20 years from Western Australia.

The business imports predominantly direct from manufacturers under long standing relationships, in several cases spanning decades, and supplies a diversified customer base across Western Australia and interstate.

Revenue has grown by more than 50% over five years without acquisition, funded from retained earnings. An experienced team is in place, and the managing director, who is retiring, will provide a handover following settlement.

Key features

- Direct importer with long standing manufacturer relationships across a broad range of dry, frozen and personal care lines
- Established import compliance and clearance capability, with current import permits held by the company
- More than 200 active customer accounts across Asian grocers, specialty and independent retailers, IGA stores, wholesalers and food service
- No customer above 10% of revenue in any of the past four years
- Experienced team, including senior staff with more than ten years of service
- Warehouse operating at full capacity, offering scope for expansion to an acquirer with additional space
- Delivery fleet and materials handling equipment renewed in recent years
- Freehold premises available at the purchaser's election

Financial summary

- Revenue approximately \$14.8 million (FY26)
- Normalised EBITDA approximately \$2.2 million (FY26)

- Earnings have increased in each of the past four financial years

- Earnings are stated after the remuneration of the working managing director

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- No external debt other than a single vehicle finance arrangement

Scope exists for an incoming owner to grow through additional warehouse capacity, deeper eastern states penetration, mainstream retail ranging and expanded sales coverage. The business will suit trade acquirers already in food import or distribution, as well as experienced private purchasers. Offered as a share sale or business and asset sale, by Expressions of Interest closing at 4.00pm AWST on Friday 27th November 2026.

A detailed information memorandum is available to qualified buyers on execution of a confidentiality agreement. All enquiries are handled in strict confidence.

For a full Information Memorandum, copy and paste the following link into your web browser to complete the confidentiality agreement - <https://www.mbs-public.com/twvr379>